

Year Ending January 2008

Report Criteria:	Dairy cow numbers: 151 or more cows
Farms Matching Criteria:	Fewer than 50 farms
Using farms with year end:	January 2008
Values Shown:	per Litre
Region:	Any
Report Type:	Dairy Enterprise Report
Ranking Criteria:	Net Margin per Litre
Farming System:	Any

EXAMPLE

Group you are compared to	Your Farm	Top 10%	Average	Bottom 10%
Average number of dairy cows	256	235	245	181
Total milk produced (litres)	1,611,462	1,773,206	1,734,828	1,128,804
Total farm area (Hectares)	136.59	166.77	162.61	150.80
Total adjusted grassland area (Hectares)	106	142	117	126
Total farm non-grassland forage (Hectares)	9	23	31	12

Physical Indicators (annual averages)	Your Farm	Top 10%	Average	Bottom 10%
Cow performance				
Yield per cow (litres per year)	6,295	7,427	7,223	6,300
Butterfat (%)	4.08	4.24	4.20	4.36
Protein (%)	3.40	3.37	3.35	3.49
Bactoscan (in thousands)	42	28	28	38
SCC (in thousands)	228	181	196	201
Percentage of cows calved (%)	89	82	74	70
Dairy Feed				
Cereals fed (kg DM)	0.12	0.00	0.03	0.04
Proteins fed (kg DM)	0.05	0.00	0.05	0.05
Concentrates fed (kg DM)	0.00	0.24	0.22	0.19
By-products fed (kg DM)	0.01	0.01	0.04	0.05
Dairy Forage				
Straw fed (kg DM)	0.00	0.01	0.01	0.00
Grass silage fed (kg DM)	0.27	0.22	0.25	0.43
Other conserved fodder fed (kg DM)	0.04	0.10	0.17	0.11
Minerals and vitamins (kg)	0.004	0.003	0.005	0.007
Stocking rate (dairy LU per ha)	2.4	2.1	2.2	1.9
Labour hours - paid (total hours)	4,024	4,144	4,391	1,874
Labour hours - unpaid (total hours)	967	1,413	2,548	4,932

Financial Indicators (annual averages)	Your Farm	Top 10%	Average	Bottom 10%
Dairy Gross Output				
Milk Sold (pence)	20.73	23.97	23.86	21.57
Value of milk consumed on farm (pence)	0.01	0.16	0.13	0.32
Calves sold (pence)	0.58	0.47	0.47	0.11
Value of calves transferred out (pence)	1.37	0.81	0.72	1.23
Net value of quota leases (pence)	0.00	0.00	0.00	0.00
Other dairy income (pence)	0.00	0.00	0.01	0.07
Herd replacement cost (pence)	4.81	2.56	2.80	5.65
Dairy Variable Costs				
Feed and Forage				
Dairy Cows Feed (pence)	3.52	4.25	6.45	6.29
Fertiliser & Lime - Dairy (pence)	0.41	0.76	0.63	1.02
Crop spray - Dairy (pence)	0.08	0.07	0.12	0.08
Seeds - Dairy (pence)	0.03	0.14	0.19	0.16

Please note that due to rounding errors and averaging, the total figures in each column may not tally exactly with their breakdown.

Sundry crop costs - Dairy (pence)	0.07	0.11	0.15	0.12
Short grazing lets - Dairy (pence)	N/A	N/A	N/A	N/A
Livestock Costs				
Vet & Medicine - Dairy (pence)	0.76	0.77	0.88	1.16
AI & Breeding - Dairy (pence)	0.24	0.40	0.39	0.71
Bedding Costs - Dairy (pence)	0.17	0.16	0.44	0.27
Parlour & other dairy livestock expenses (pence)	0.35	0.73	0.53	0.57
Milk Recording (pence)	0.09	0.08	0.13	0.24
Total dairy variable costs (pence)	5.72	7.47	10.02	10.63
Dairy Fixed Costs				
Labour				
Labour (paid) (pence)	1.65	2.05	2.13	1.45
Labour (unpaid) (pence)	0.40	0.61	1.25	4.19
Total dairy labour cost (pence)	2.04	2.66	3.44	5.64
Power and Machinery				
Repairs & Spares - Dairy (pence)	1.33	0.19	0.64	0.95
Machinery Hire - Dairy (pence)	0.02	0.00	0.03	0.37
Contracting - Dairy (pence)	0.18	1.06	1.42	1.68
Fuel - Dairy (pence)	0.55	0.31	0.42	0.36
Electricity - Dairy (pence)	0.48	0.49	0.41	0.47
Total dairy power and machinery costs (pence)	2.55	2.06	2.93	3.84
Depreciation				
Dairy machinery & equipment (pence)	0.42	0.55	0.72	0.56
Forage machinery & equipment - Dairy (pence)	0.41	0.12	0.16	0.31
Dairy buildings (pence)	0.21	0.74	0.99	1.24
Total dairy depreciation (pence)	1.05	1.41	1.87	2.11
Property Costs & Finance				
Building repairs - Dairy (pence)	1.23	0.29	0.44	0.13
General farm maintenance costs - Dairy (pence)	0.51	0.20	0.23	0.16
Imputed net field rent (pence)	0.89	0.56	0.89	0.89
Imputed finance costs (pence)	0.98	1.18	1.35	1.63
Total dairy property and finance costs (pence)	3.61	2.24	2.92	2.82
Overheads				
Water Charges (pence)	0.00	0.18	0.24	0.47
Telephone (pence)	0.03	0.04	0.06	0.05
Misc. business expenses (pence)	0.21	0.06	0.10	0.18
Professional Fees (pence)	0.12	0.15	0.28	0.25
Insurance Costs (pence)	0.37	0.11	0.20	0.28
Total dairy overhead costs (pence)	0.73	0.46	0.78	1.16
Total dairy fixed costs (pence)	9.98	8.83	11.94	15.57
Total Cost of Milk Production (including herd replacement cost) (pence)	20.51	18.86	24.75	31.85
Dairy Gross Margin (including herd replacement cost) (pence)	12.17	15.38	12.37	7.02
Dairy Net Margin (pence)	2.18	6.55	0.43	-8.55

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